

**CHART J**  
**EXCELSIOR JOBS PROGRAM QUARTERLY REPORT**  
**September 30, 2023**  
**Businesses Issued Credits -- Tax Year 2020**

**COMMITMENTS**  
**Tax Year 2020**

**PERFORMANCE - Tax Year 2020**

| Applicant Name                         | Region | Type of Business | Employment Base | Net New Jobs | Capital Investments | Max Tax Credits | Jobs Created | Qualified Investments | Tax Credits Issued | Benefit Cost Ratio* |
|--|--------|------------------|-----------------|--------------|---------------------|-----------------|--------------|-----------------------|--------------------|---------------------|
| <b>JOB GROWTH TRACK</b>                |        |                  |                 |              |                     |                 |              |                       |                    |                     |
| Adirondack Beverages Corp.             | CD     | Manufacturing    | 268             | 21           | \$0                 | \$42,424        | 16           | \$0                   | \$32,323           | \$28                |
| Kitware, Inc.                          | CD     | Software Dev     | 84              | 14           | \$0                 | \$17,555        | 19           | \$0                   | \$17,555           | \$80                |
| Regeneron Pharmaceuticals, Inc. (CD#1) | CD     | Manufacturing    | 1,823           | 300          | \$0                 | \$285,000       | 412          | \$0                   | \$285,000          | \$228               |
| Regeneron Pharmaceuticals, Inc. (CD#2) | CD     | Manufacturing    | 3,032           | 505          | \$29,350,000        | \$1,436,325     | 560          | \$31,911,541          | \$1,436,325        | \$67                |
| Regeneron Pharmaceuticals, Inc. (CD#3) | CD     | Manufacturing    | 4,269           | 695          | \$178,000,000       | \$7,473,341     | 915          | \$195,909,208         | \$7,473,341        | \$38                |
| Ross Precision Manufacturing, Inc.     | CD     | Manufacturing    | 25              | 10           | \$0                 | \$32,000        | 14           | \$913,300             | \$32,000           | \$55                |
| Stone Bridge Iron & Steel, Inc.        | CD     | Manufacturing    | 71              | 10           | \$0                 | \$25,000        | 13           | \$0                   | \$25,000           | \$25                |
| Wolfjaw, Inc.                          | CD     | Software Dev     | 10              | 5            | \$0                 | \$8,756         | 5            | \$4,015               | \$8,756            | \$29                |
| Blading Services Unlimited, LLC        | CNY    | Manufacturing    | 10              | 5            | \$2,000,000         | \$48,500        | 6            | \$2,250,004           | \$48,500           | \$52                |
| Cayuga Milk Ingredients LLC (1)        | CNY    | Manufacturing    | 1               | 52           | \$0                 | \$150,000       | 70           | \$0                   | \$150,000          | \$33                |
| Charter Communications, Inc.           | CNY    | Back Office      | 10,216          | 95           | \$0                 | \$228,916       | 126          | \$0                   | \$228,916          | \$45                |
| Currier Plastics, Inc. (1)             | CNY    | Manufacturing    | 98              | 50           | \$0                 | \$106,383       | 53           | \$0                   | \$106,383          | \$27                |
| Denkavit Holding USA Corporation       | CNY    | Manufacturing    | 0               | 38           | \$0                 | \$102,703       | 52           | \$0                   | \$102,703          | \$29                |
| Du Mond Grain, LLC                     | CNY    | Agriculture      | 8               | 18           | \$0                 | \$22,780        | 19           | \$0                   | \$22,780           | \$43                |
| Earned Visibility, Inc.                | CNY    | Software Dev     | 145             | 28           | \$0                 | \$81,967        | 72           | \$0                   | \$81,967           | \$55                |
| Green Empire Farms, Inc.               | CNY    | Agriculture      | 0               | 43           | \$0                 | \$103,719       | 106          | \$0                   | \$103,719          | \$31                |
| Inficon, Inc. (1)                      | CNY    | Scientific R & D | 223             | 10           | \$0                 | \$15,000        | 10           | \$0                   | \$15,000           | \$60                |
| Inficon, Inc. (2)                      | CNY    | Manufacturing    | 242             | 40           | \$0                 | \$171,234       | 37           | \$0                   | \$157,536          | \$18                |
| John Mezzalingua Associates, LLC (1)   | CNY    | Manufacturing    | 112             | 30           | \$0                 | \$100,000       | 73           | \$0                   | \$100,000          | \$46                |
| Tessy Plastics Corp. (1)               | CNY    | Manufacturing    | 809             | 50           | \$0                 | \$547,024       | 191          | \$0                   | \$547,024          | \$21                |
| TTM Technologies, Inc.                 | CNY    | Manufacturing    | 594             | 50           | \$0                 | \$119,048       | 49           | \$0                   | \$113,067          | \$15                |
| Alkemy Machine LLC                     | FL     | Manufacturing    | 12              | 18           | \$0                 | \$17,357        | 18           | \$0                   | \$17,357           | \$32                |
| American Aerogel Corporation           | FL     | Manufacturing    | 96              | 8            | \$0                 | \$35,665        | 27           | \$0                   | \$35,665           | \$32                |
| Baldwin Richardson Foods Co. (1)       | FL     | Manufacturing    | 281             | 30           | \$0                 | \$76,923        | 53           | \$0                   | \$76,923           | \$40                |
| Bausch & Lomb Incorporated (1)         | FL     | Manufacturing    | 988             | 76           | \$19,955,472        | \$756,239       | 146          | \$7,375,892           | \$504,648          | \$36                |
| Bausch & Lomb Incorporated (2)         | FL     | Manufacturing    | 1,129           | 60           | \$0                 | \$125,000       | 115          | \$0                   | \$125,000          | \$49                |
| CFI Holdings Inc.                      | FL     | Manufacturing    | 121             | 56           | \$0                 | \$62,222        | 80           | \$0                   | \$62,222           | \$51                |
| Creation Technologies New York, Inc.   | FL     | Manufacturing    | 477             | 223          | \$1,402,436         | \$242,766       | 233          | \$1,450,209           | \$242,767          | \$36                |
| Empire Medicinals, Inc.                | FL     | Agriculture      | 1               | 8            | \$0                 | \$10,000        | 9            | \$0                   | \$10,000           | \$30                |
| EPP Team, Inc.                         | FL     | Manufacturing    | 69              | 26           | \$0                 | \$55,094        | 20           | \$288,654             | \$42,380           | \$26                |
| Fieldtex Product, Inc.                 | FL     | Manufacturing    | 208             | 21           | \$6,500,000         | \$148,998       | 20           | \$6,734,343           | \$141,903          | \$51                |
| HP Hood LLC                            | FL     | Manufacturing    | 727             | 175          | \$0                 | \$171,089       | 330          | \$0                   | \$171,089          | \$131               |
| IDEX Health & Science LLC              | FL     | Manufacturing    | 176             | 34           | \$0                 | \$244,740       | 65           | \$0                   | \$244,740          | \$21                |
| Intergrow Greenhouses, Inc.            | FL     | Agriculture      | 73              | 15           | \$0                 | \$30,354        | 35           | \$0                   | \$30,054           | \$32                |
| Intergrow Holdings, Inc.               | FL     | Agriculture      | 141             | 50           | \$0                 | \$37,647        | 96           | \$553,236             | \$37,647           | \$82                |
| Logical Images, Inc.                   | FL     | Software Dev     | 34              | 14           | \$0                 | \$43,750        | 17           | \$0                   | \$43,750           | \$31                |
| Mindex Technologies, Inc.              | FL     | Software Dev     | 191             | 10           | \$0                 | \$34,059        | 32           | \$0                   | \$34,059           | \$80                |

Benefit Cost Ratio = Total remuneration of the net new jobs created, plus capital investments divided by the tax credits issued.

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| Applicant Name                                 | Region | Type of Business | Employment Base |
|--|--------|------------------|-----------------|
| Newstead Ranch, Inc. (1)                       | FL     | Agriculture      | 168             |
| Optimax Systems, Inc. (1)                      | FL     | Manufacturing    | 275             |
| Other Half Brewing, Inc.                       | FL     | Manufacturing    | 39              |
| Paychex, Inc.                                  | FL     | Back Office      | 4,934           |
| Pullano, Mastrella, and Lamb, Inc.             | FL     | Software Dev     | 19              |
| Pure Functional Foods, Inc.                    | FL     | Manufacturing    | 2               |
| Qualitrol Corp.                                | FL     | Manufacturing    | 178             |
| Rolen-Jinxin North America LLC                 | FL     | Manufacturing    | 0               |
| Seneca Dairy Systems, LLC                      | FL     | Manufacturing    | 40              |
| Surmotech, LLC (1)                             | FL     | Manufacturing    | 42              |
| Z-Axis, Inc. (1)                               | FL     | Manufacturing    | 67              |
| A&Z Pharmaceutical Inc.                        | LI     | Manufacturing    | 78              |
| Acutis Diagnostics, Inc.                       | LI     | Life Sciences    | 56              |
| Autronic Plastics, Inc.                        | LI     | Manufacturing    | 74              |
| Bartolac Pharmaceutical Inc.                   | LI     | Manufacturing    | 344             |
| Clever Devices Ltd                             | LI     | Manufacturing    | 163             |
| D'Addario & Company, Inc. (1)                  | LI     | Manufacturing    | 761             |
| Eastern Wholesale Fence, LLC                   | LI     | Manufacturing    | 336             |
| Exergy LLC                                     | LI     | Manufacturing    | 26              |
| L and S Packing Co., Inc.                      | LI     | Manufacturing    | 71              |
| LIF Industries, Inc.                           | LI     | Manufacturing    | 316             |
| Photonics Industries International Inc.        | LI     | Manufacturing    | 60              |
| Plastirun Corporation                          | LI     | Manufacturing    | 62              |
| Precare Corporation                            | LI     | Manufacturing    | 37              |
| Precipart Group, Inc. (2)                      | LI     | Manufacturing    | 223             |
| ScieGen Pharmaceuticals, Inc.                  | LI     | Manufacturing    | 19              |
| Supreme Screw Products, Inc.                   | LI     | Manufacturing    | 36              |
| Brooklyn Bottling Group of Milton NY, Inc.     | MH     | Manufacturing    | 108             |
| Caribbean Food Delights, Inc. (1)              | MH     | Manufacturing    | 91              |
| Contract Packing Services, Inc. (2)            | MH     | Manufacturing    | 397             |
| Crepini LLC                                    | MH     | Manufacturing    | 20              |
| Packaging Technologies & Inspection, LLC (PTI) | MH     | Manufacturing    | 24              |
| Pratt & Whitney                                | MH     | Manufacturing    | 10              |
| Raymours Furniture Co., Inc.                   | MH     | Distribution     | 1,909           |
| Regeneron Pharmaceuticals, Inc. (MH#1)         | MH     | Back Office      | 1,785           |
| Regeneron Pharmaceuticals, Inc. (MH#2)         | MH     | Back Office      | 2,827           |
| Regeneron Pharmaceuticals, Inc. (MH#3)         | MH     | Back Office      | 3,714           |
| Star Kay White, Inc.                           | MH     | Manufacturing    | 112             |
| USAI, LLC                                      | MH     | Manufacturing    | 119             |

| Net New Jobs | Capital Investments |
|--------------|---------------------|
| 25           | \$0                 |
| 13           | \$0                 |
| 12           | \$0                 |
| 250          | \$0                 |
| 9            | \$0                 |
| 23           | \$0                 |
| 28           | \$0                 |
| 15           | \$0                 |
| 8            | \$0                 |
| 10           | \$0                 |
| 15           | \$0                 |
| 49           | \$0                 |
| 16           | \$0                 |
| 30           | \$4,000,000         |
| 30           | \$0                 |
| 42           | \$0                 |
| 50           | \$0                 |
| 30           | \$0                 |
| 11           | \$0                 |
| 15           | \$0                 |
| 39           | \$1,000,000         |
| 35           | \$0                 |
| 7            | \$0                 |
| 23           | \$0                 |
| 26           | \$0                 |
| 250          | \$0                 |
| 30           | \$0                 |
| 13           | \$0                 |
| 25           | \$0                 |
| 20           | \$0                 |
| 31           | \$2,113,000         |
| 8            | \$0                 |
| 100          | \$0                 |
| 300          | \$0                 |
| 500          | \$0                 |
| 230          | \$0                 |
| 160          | \$0                 |
| 21           | \$0                 |
| 99           | \$0                 |

| Max Tax Credits |
|-----------------|
| \$39,773        |
| \$40,795        |
| \$22,018        |
| \$551,900       |
| \$28,125        |
| \$28,894        |
| \$61,681        |
| \$29,801        |
| \$18,997        |
| \$11,125        |
| \$29,528        |
| \$80,153        |
| \$32,802        |
| \$138,209       |
| \$49,180        |
| \$106,061       |
| \$159,178       |
| \$69,245        |
| \$26,250        |
| \$23,077        |
| \$63,640        |
| \$35,000        |
| \$13,169        |
| \$30,942        |
| \$20,275        |
| \$265,638       |
| \$63,505        |
| \$31,927        |
| \$21,097        |
| \$18,784        |
| \$120,456       |
| \$37,383        |
| \$220,386       |
| \$163,689       |
| \$759,640       |
| \$506,657       |
| \$256,410       |
| \$42,241        |
| \$98,879        |

| Jobs Created | Qualified Investments | Tax Credits Issued | Benefit Cost Ratio* |
|--------------|-----------------------|--------------------|---------------------|
| 77           | \$5,194,622           | \$39,773           | \$219               |
| 48           | \$0                   | \$40,795           | \$42                |
| 14           | \$0                   | \$22,018           | \$34                |
| 1,076        | \$0                   | \$551,900          | \$122               |
| 7            | \$0                   | \$21,875           | \$21                |
| 27           | \$0                   | \$28,894           | \$37                |
| 23           | \$0                   | \$37,770           | \$38                |
| 15           | \$0                   | \$29,801           | \$26                |
| 18           | \$0                   | \$18,997           | \$15                |
| 23           | \$0                   | \$11,125           | \$113               |
| 19           | \$0                   | \$29,528           | \$31                |
| 55           | \$0                   | \$80,153           | \$43                |
| 44           | \$0                   | \$32,802           | \$90                |
| 53           | \$11,001,391          | \$138,209          | \$92                |
| 98           | \$0                   | \$49,180           | \$57                |
| 143          | \$0                   | \$106,061          | \$147               |
| 75           | \$0                   | \$155,238          | \$25                |
| 65           | \$0                   | \$69,245           | \$42                |
| 15           | \$0                   | \$26,250           | \$38                |
| 21           | \$0                   | \$23,077           | \$49                |
| 31           | \$83,842              | \$34,688           | \$45                |
| 28           | \$0                   | \$28,000           | \$39                |
| 14           | \$0                   | \$13,169           | \$42                |
| 120          | \$0                   | \$30,942           | \$170               |
| 26           | \$1,593,632           | \$20,275           | \$161               |
| 315          | \$0                   | \$265,638          | \$57                |
| 54           | \$0                   | \$63,505           | \$42                |
| 30           | \$0                   | \$28,927           | \$46                |
| 28           | \$0                   | \$21,097           | \$71                |
| 85           | \$0                   | \$18,784           | \$107               |
| 46           | \$2,113,000           | \$120,456          | \$35                |
| 8            | \$0                   | \$37,383           | \$16                |
| 161          | \$0                   | \$220,386          | \$59                |
| 335          | \$751,268             | \$163,689          | \$81                |
| 646          | \$0                   | \$759,640          | \$301               |
| 736          | \$0                   | \$506,657          | \$271               |
| 231          | \$0                   | \$256,410          | \$238               |
| 21           | \$10,868,257          | \$42,241           | \$287               |
| 99           | \$0                   | \$98,879           | \$46                |

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**PERFORMANCE - Tax Year 2020**

| Applicant Name                 | Region    | Type of Business | Employment Base |
|--------------------------------|-----------|------------------|-----------------|
| McKesson Corporation           | Multi-Reg | Distribution     | 176             |
| Warby Parker, Inc.             | Multi-Reg | Back Office      | 296             |
| Feldmeier Equipment, Inc.      | MV        | Manufacturing    | 270             |
| Tractor Supply Company         | MV        | Distribution     | 740             |
| Trenton Technology Inc.        | MV        | Manufacturing    | 192             |
| Agbotic, Inc.                  | NC        | Agriculture      | 3               |
| Schluter Systems, LP           | NC        | Manufacturing    | 239             |
| SpencerARL New York, Inc.      | NC        | Manufacturing    | 42              |
| SterRx, LLC                    | NC        | Manufacturing    | 0               |
| ADP Technology Services, Inc.  | NYC       | Back Office      | 46              |
| Better Holdco, Inc.            | NYC       | Back Office      | 150             |
| Business Insider, Inc.         | NYC       | Back Office      | 290             |
| Compass Inc.                   | NYC       | Back Office      | 273             |
| Crye American, LLC             | NYC       | Manufacturing    | 71              |
| Datadog, Inc.                  | NYC       | Software Dev     | 66              |
| Datadog, Inc. (2)              | NYC       | Software Dev     | 201             |
| Duggal Visual Solutions, Inc.  | NYC       | Manufacturing    | 280             |
| Etsy, Inc.                     | NYC       | New Media        | 371             |
| Five Rings LLC                 | NYC       | Software Dev     | 60              |
| Flatiron Health, Inc.          | NYC       | Back Office      | 297             |
| Fresh Direct Holdings, Inc     | NYC       | Distribution     | 1,949           |
| Glossier, Inc.                 | NYC       | Back Office      | 50              |
| Guidepoint Global, LLC         | NYC       | Back Office      | 280             |
| Harry's Inc.                   | NYC       | Back Office      | 139             |
| HelloFresh                     | NYC       | Back Office      | 163             |
| Intra-Cellular Therapies, Inc. | NYC       | Scientific R & D | 16              |
| Medidata Solutions, Inc.       | NYC       | Software Dev     | 271             |
| Medidata Solutions, Inc. (2)   | NYC       | Software Dev     | 437             |
| NSONE Inc.                     | NYC       | Software Dev     | 23              |
| Oscar Health Inc               | NYC       | Back Office      | 340             |
| Peloton Interactive, Inc.      | NYC       | Back Office      | 408             |
| Policygenius, Inc.             | NYC       | Back Office      | 98              |
| Raintank Inc.                  | NYC       | Software Dev     | 6               |
| Ryzac, Inc.                    | NYC       | Software Dev     | 8               |
| Salesforce.com, Inc.           | NYC       | Software Dev     | 717             |
| Stash Financial, Inc.          | NYC       | Back Office      | 69              |
| The Farmer's Dog               | NYC       | Back Office      | 38              |
| TP ICAP Americas Holdings Inc. | NYC       | Other            | 254             |
| Vestwell Holdings, Inc.        | NYC       | Software Dev     | 14              |

| Net New Jobs | Capital Investments |
|--------------|---------------------|
| 166          | \$0                 |
| 221          | \$0                 |
| 26           | \$0                 |
| 245          | \$0                 |
| 30           | \$0                 |
| 11           | \$0                 |
| 46           | \$0                 |
| 43           | \$0                 |
| 80           | \$0                 |
| 110          | \$0                 |
| 112          | \$0                 |
| 142          | \$0                 |
| 208          | \$0                 |
| 75           | \$0                 |
| 168          | \$0                 |
| 260          | \$0                 |
| 165          | \$0                 |
| 340          | \$0                 |
| 16           | \$0                 |
| 181          | \$0                 |
| 946          | \$0                 |
| 194          | \$0                 |
| 80           | \$0                 |
| 143          | \$0                 |
| 67           | \$0                 |
| 12           | \$0                 |
| 250          | \$0                 |
| 90           | \$0                 |
| 33           | \$0                 |
| 160          | \$0                 |
| 349          | \$0                 |
| 127          | \$0                 |
| 6            | \$0                 |
| 82           | \$0                 |
| 300          | \$0                 |
| 173          | \$0                 |
| 25           | \$0                 |
| 530          | \$0                 |
| 31           | \$0                 |

| Max Tax Credits |
|-----------------|
| \$118,777       |
| \$362,836       |
| \$28,571        |
| \$350,167       |
| \$55,556        |
| \$35,000        |
| \$67,317        |
| \$32,331        |
| \$81,070        |
| \$187,626       |
| \$167,364       |
| \$339,875       |
| \$229,644       |
| \$104,704       |
| \$220,280       |
| \$331,321       |
| \$111,391       |
| \$649,847       |
| \$132,562       |
| \$545,518       |
| \$1,949,796     |
| \$280,617       |
| \$125,786       |
| \$139,467       |
| \$83,750        |
| \$85,424        |
| \$100,000       |
| \$1,797,207     |
| \$47,482        |
| \$452,134       |
| \$732,578       |
| \$255,262       |
| \$8,824         |
| \$66,993        |
| \$478,469       |
| \$254,537       |
| \$27,365        |
| \$1,562,500     |
| \$59,490        |

| Jobs Created | Qualified Investments | Tax Credits Issued | Benefit Cost Ratio* |
|--------------|-----------------------|--------------------|---------------------|
| 201          | \$0                   | \$118,777          | \$96                |
| 217          | \$0                   | \$356,269          | \$59                |
| 29           | \$0                   | \$28,571           | \$84                |
| 412          | \$0                   | \$350,167          | \$49                |
| 48           | \$0                   | \$55,556           | \$31                |
| 16           | \$0                   | \$35,000           | \$18                |
| 166          | \$0                   | \$67,317           | \$89                |
| 49           | \$0                   | \$32,331           | \$40                |
| 163          | \$0                   | \$81,070           | \$96                |
| 290          | \$0                   | \$187,626          | \$244               |
| 571          | \$12,235,544          | \$167,364          | \$456               |
| 203          | \$0                   | \$332,340          | \$55                |
| 208          | \$0                   | \$229,644          | \$188               |
| 126          | \$0                   | \$104,704          | \$58                |
| 189          | \$0                   | \$220,280          | \$511               |
| 282          | \$0                   | \$331,321          | \$140               |
| 168          | \$0                   | \$111,391          | \$85                |
| 430          | \$0                   | \$649,847          | \$248               |
| 14           | \$7,115,223           | \$115,992          | \$84                |
| 414          | \$434,449             | \$545,518          | \$129               |
| 887          | \$0                   | \$1,828,191        | \$25                |
| 196          | \$0                   | \$280,617          | \$90                |
| 76           | \$0                   | \$119,497          | \$47                |
| 148          | \$0                   | \$139,467          | \$120               |
| 130          | \$0                   | \$83,750           | \$181               |
| 25           | \$0                   | \$85,424           | \$195               |
| 250          | \$0                   | \$100,000          | \$560               |
| 125          | \$0                   | \$1,797,207        | \$10                |
| 44           | \$0                   | \$47,482           | \$135               |
| 223          | \$0                   | \$452,134          | \$71                |
| 402          | \$0                   | \$732,578          | \$146               |
| 195          | \$0                   | \$255,262          | \$67                |
| 8            | \$0                   | \$8,824            | \$107               |
| 90           | \$0                   | \$66,993           | \$172               |
| 555          | \$0                   | \$478,469          | \$206               |
| 151          | \$0                   | \$222,168          | \$95                |
| 30           | \$0                   | \$27,365           | \$133               |
| 535          | \$0                   | \$1,562,500        | \$114               |
| 29           | \$0                   | \$55,652           | \$60                |

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|---|--------|------------------|-----------------|--------------|---------------------|-----------------|--------------|-----------------------|--------------------|---------------------|
| View The Space, Inc.                        | NYC    | Back Office      | 71              | 85           | \$0                 | \$185,938       | 134          | \$0                   | \$185,938          | \$143               |
| Xandr Inc.                                  | NYC    | Back Office      | 638             | 35           | \$0                 | \$61,135        | 95           | \$13,649,463          | \$61,135           | \$420               |
| Buckingham Manufacturing Company, Inc.      | ST     | Manufacturing    | 292             | 20           | \$0                 | \$18,519        | 45           | \$0                   | \$18,519           | \$106               |
| Chobani, Inc.                               | ST     | Manufacturing    | 262             | 192          | \$0                 | \$486,383       | 159          | \$0                   | \$390,794          | \$18                |
| Dick's Merchandising & Supply Chain, Inc.   | ST     | Distribution     | 0               | 290          | \$0                 | \$400,318       | 384          | \$0                   | \$400,318          | \$37                |
| Engineering Manufacturing Technologies, LLC | ST     | Manufacturing    | 117             | 25           | \$0                 | \$69,716        | 51           | \$0                   | \$69,716           | \$32                |
| Golden Artist Colors Incorporated           | ST     | Manufacturing    | 151             | 37           | \$0                 | \$52,113        | 41           | \$4,709               | \$52,113           | \$41                |
| TeamWorld, Inc.                             | ST     | Manufacturing    | 86              | 25           | \$0                 | \$35,000        | 37           | \$16,000              | \$35,000           | \$38                |
| Finger Food Products, Inc.                  | WNY    | Manufacturing    | 16              | 11           | \$0                 | \$18,415        | 14           | \$679,947             | \$18,415           | \$69                |
| Ingram Micro Inc.                           | WNY    | Back Office      | 1,251           | 249          | \$0                 | \$801,656       | 292          | \$2,203,331           | \$801,656          | \$29                |
| Mayer Bros. Apple Products, Inc.            | WNY    | Manufacturing    | 241             | 26           | \$0                 | \$46,099        | 21           | \$0                   | \$37,234           | \$24                |
| Moog Inc.                                   | WNY    | Manufacturing    | 2,474           | 100          | \$17,375,000        | \$1,056,415     | 707          | \$43,160,467          | \$1,056,415        | \$95                |
| Nestle Purina PetCare Company               | WNY    | Manufacturing    | 354             | 25           | \$0                 | \$189,631       | 59           | \$32,624,000          | \$189,631          | \$197               |
| New Buffalo Shirt Factory, Inc.             | WNY    | Manufacturing    | 4               | 13           | \$0                 | \$11,949        | 16           | \$0                   | \$11,949           | \$44                |
| Pine Pharmaceuticals LLC                    | WNY    | Manufacturing    | 16              | 24           | \$0                 | \$54,299        | 49           | \$0                   | \$54,299           | \$51                |
| Rich Products Corporation                   | WNY    | Scientific R & D | 650             | 17           | \$0                 | \$228,141       | 54           | \$0                   | \$225,565          | \$22                |
| Seal & Design, Inc.                         | WNY    | Manufacturing    | 73              | 21           | \$0                 | \$42,951        | 27           | \$0                   | \$42,951           | \$29                |
| Steuben Foods                               | WNY    | Manufacturing    | 555             | 25           | \$0                 | \$39,844        | 35           | \$0                   | \$39,844           | \$37                |
| TMP Acquisitions, Inc.                      | WNY    | Manufacturing    | 132             | 12           | \$0                 | \$40,000        | 28           | \$9,887,231           | \$40,000           | \$184               |
| Wells Enterprises, Inc.                     | WNY    | Manufacturing    | 498             | 9            | \$25,391,177        | \$537,501       | 55           | \$25,391,177          | \$537,501          | \$52                |
| Sub-total, Job Growth Track                 |        |                  | 63,530          | 12,975       | \$287,087,085       | \$34,561,549    | 19,642       | \$426,397,955         | \$33,885,214       |                     |

**INVESTMENT TRACK**

|                                       |     |               |     |     |             |           |     |              |           |       |
|---------------------------------------|-----|---------------|-----|-----|-------------|-----------|-----|--------------|-----------|-------|
| Ace Hardware Corporation              | CD  | Distribution  | 301 | 20  | \$0         | \$18,667  | 150 | \$0          | \$18,667  | \$378 |
| Ferguson Enterprises, Inc.            | CD  | Distribution  | 483 | 95  | \$0         | \$45,460  | 103 | \$0          | \$45,460  | \$105 |
| UltrePET, LLC                         | CD  | Manufacturing | 63  | 7   | \$0         | \$17,000  | 8   | \$0          | \$17,000  | \$17  |
| Beak & Skiff Holding Company, LLC     | CNY | Manufacturing | 58  | 6   | \$0         | \$11,111  | 15  | \$0          | \$11,111  | \$72  |
| EJ USA, Inc.                          | CNY | Manufacturing | 80  | 8   | \$9,000,000 | \$204,270 | 9   | \$10,839,782 | \$204,270 | \$55  |
| Immediate Mailing Services, Inc.      | CNY | Back Office   | 154 | 8   | \$0         | \$8,163   | 26  | \$0          | \$8,163   | \$116 |
| Matt Industries, Inc.                 | CNY | Manufacturing | 102 | 0   | \$0         | \$3,000   | 62  | \$216,999    | \$3,000   | \$72  |
| eHealth Global Technologies, Inc. (1) | FL  | Back Office   | 27  | 80  | \$0         | \$92,000  | 226 | \$0          | \$92,000  | \$108 |
| D'Addario & Company, Inc. (2)         | LI  | Manufacturing | 825 | 0   | \$1,272,488 | \$88,400  | 0   | \$1,272,488  | \$69,823  | \$18  |
| Precipart Group, Inc.                 | LI  | Manufacturing | 158 | 20  | \$0         | \$71,111  | 49  | \$0          | \$71,111  | \$51  |
| Atlas Air Worldwide Holdings, Inc.    | MH  | Back Office   | 466 | 50  | \$0         | \$197,000 | 73  | \$0          | \$197,000 | \$41  |
| Contract Packaging Services, Inc.     | MH  | Distribution  | 273 | 105 | \$0         | \$119,778 | 137 | \$0          | \$119,778 | \$43  |
| Mediacom Communications Corporation   | MH  | Back Office   | 213 | 140 | \$0         | \$719,154 | 157 | \$0          | \$719,154 | \$17  |

Benefit Cost Ratio = Total remuneration of the net new jobs created, plus capital investments divided by the tax credits issued.

**CHART J**  
**EXCELSIOR JOBS PROGRAM QUARTERLY REPORT**  
**September 30, 2023**  
**Businesses Issued Credits -- Tax Year 2020**

**COMMITMENTS**  
**Tax Year 2020**

**PERFORMANCE - Tax Year 2020**

| Applicant Name                                     | Region | Type of Business | Employment Base | Net New Jobs  | Capital Investments  | Max Tax Credits     | Jobs Created  | Qualified Investments | Tax Credits Issued  | Benefit Cost Ratio* |
|--|--------|------------------|-----------------|---------------|----------------------|---------------------|---------------|-----------------------|---------------------|---------------------|
| Johnson Lumber, LLC                                | NC     | Manufacturing    | 27              | 4             | \$0                  | \$4,324             | 7             | \$0                   | \$4,324             | \$38                |
| GPS Services, Inc. (1)                             | NYC    | Back Office      | 158             | 125           | \$0                  | \$71,200            | 404           | \$110,020             | \$71,200            | \$631               |
| L'Oreal USA, Inc.                                  | NYC    | Back Office      | 1,548           | 145           | \$0                  | \$631,940           | 307           | \$0                   | \$631,940           | \$73                |
| Tioga Hardwoods, Incorporated                      | ST     | Manufacturing    | 38              | 6             | \$0                  | \$16,981            | 3             | \$0                   | \$3,884             | \$15                |
| ABC Companies, Inc., The                           | WNY    | Back Office      | 105             | 49            | \$0                  | \$28,739            | 10            | \$0                   | \$5,865             | \$75                |
| Anderson Precision, Inc                            | WNY    | Manufacturing    | 100             | 0             | \$500,000            | \$46,000            | 0             | \$492,276             | \$29,618            | \$17                |
| FedEx Trade Networks Transport and Brokerage, Inc. | WNY    | Back Office      | 942             | 82            | \$0                  | \$256,190           | 160           | \$0                   | \$256,190           | \$24                |
| General Motors LLC (2)                             | WNY    | Manufacturing    | 2,981           | 0             | \$43,100,000         | \$862,000           | 63            | \$41,108,537          | \$822,171           | \$50                |
| International Imaging Materials, Inc. (1)          | WNY    | Manufacturing    | 339             | 0             | \$2,700,000          | \$99,000            | 0             | \$1,156,001           | \$23,120            | \$50                |
| Lactalis American Group, Inc.                      | WNY    | Manufacturing    | 598             | 4             | \$0                  | \$12,130            | 3             | \$0                   | \$9,098             | \$22                |
| NY Power Group Holdings, Inc.                      | WNY    | Manufacturing    | 70              | 14            | \$0                  | \$60,897            | 26            | \$0                   | \$60,897            | \$24                |
| Sub-total, Investment Track                        |        |                  | 10,109          | 968           | \$56,572,488         | \$3,684,515         | 1,998         | \$55,196,103          | \$3,494,844         |                     |
| <b>TOTAL</b>                                       |        |                  | <b>73,639</b>   | <b>13,943</b> | <b>\$343,659,573</b> | <b>\$38,246,064</b> | <b>21,640</b> | <b>\$481,594,058</b>  | <b>\$37,380,058</b> |                     |

Benefit Cost Ratio = Total remuneration of the net new jobs created, plus capital investments divided by the tax credits issued.